

Message Text

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PAGE 01 MOSCOW 00271 071538Z
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UNCLAS MOSCOW 0271

FOR BEWT/TPD/ROBB AND MARAD/ARMSTRONG

VIENNA FOR VONTILLIUS

E.O. 11652: N/A
TAGS: BEXP, ELTN, UR
SUBJECT: CONTAINERIZATION S/ME, MAY 1977

REF: 76 MOSCOW 20240

1. AT MEETING WITH MINISTRY OF RAILROADS, JAN 6, A.A. CHERNYSH, CHIEF

FOREIGN RELATIONS DEPT., AND OTHER OFFICIALS TOLD COMATT AND COMOFF T
HAT
FOLLOWING TOPICS WOULD PARTICULARLY INTEREST MINISTRY REPRESENTATIVES AT SUBJECT EVENT:

--AUTOMATION OF CONTAINER TERMINALS, INCLUDING OPTICAL SCANNERS FOR
READING CONTAINER MARKINGS. OFFICIALS NOTED PARTICULAR INTEREST
IN REAL TIME SYSTEMS AND SUGGESTED THAT SYLVANIA MIGHT HAVE
OPTICAL SCANNING EQUIPMENT FOR CONTAINERS. PRESENTATIONS SHOULD
DESCRIBE STATE-OF-ART APPLICATIONS IN U.S.

---SPREADERS: LATEST DESIGNS AND APPLICATIONS, INCLUDING
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CORNER FITTINGS AND "BLOCK"SYSTEMS.

---NEW DEVELOPMENTS IN CONTAINER CARS, PALLETS, AND CONTAINERS
HANDLING MACHINERY, INCLUDING METHODS OF FASTENING CONTAINERS TO
RAIL CARS AND SYSTEMS LIKE INTEGRATED CONTAINER SERVICE'S
"FLEXI-ONE" (PHONETIC) FOR CONTAINERS AND OTHER CARGO
--SPECIALIZED CONTAINERS, INCLUDING REFRIGERATED MODELS (E.G.

LIQUID NITROGEN) AND DESIGNS FOR EASY LOADING.

2. REPEATING REFRAIN HEARD AT OTHER MINISTRIES (REFTEL AND PREVIOUS), CHERNYSH STRESSED THAT SPECIALISTS ARE INTERESTED IN APPLICATION OF EQUIPMENT, RATHER THAN IN DETAILS OF ITS CONSTRUCTION. COMATT ASSURED HIM THAT U.S. PARTICIPANTS WOULD COME PREPARED TO DISCUSS CONTAINER SYSTEMS.

3. FOLLOWING UP SOLNTSEV'S APPROACH (76 MOSCOW 20009), TWO CHAMBER OF COMMERCE REPRESENTATIVES AT MEETING STRONGLY URGED COMATT TO HOLD CONTAINERIZATION S/ME IN CONJUNCTION WITH "RAILROAD TRANSPORT" EXHIBITION IN LATE JULY. WE PLAN TO DECLINE THIS SUGGESTION BY LETTER, AT SAME TIME ASSURING CHAMBER THAT BEWT/TPD WILL URGE OUR S/ME PARTICIPANTS TO CONSIDER PARTICIPATION IN "RAIL TRANSPORT" AS WELL. WE ARE POUCHING TPD-ROBB ADDITIONAL INFORMATION ON THIS SHOW, WHICH IS ALREADY DESCRIBED IN 76 MOSCOW A-106.

4. WE UNDERSTAND THAT CASE PLANS TO PARTICIPATE IN S/ME AND IS ALREADY IN TOUCH WITH BEWT/TPD. ROBERT KRATTLI, PULLMAN'S VICE PRESIDENT FOR USSR, TOLD US IN LATE DECEMBER THAT HIS COMPANY WOULD ALSO TAKE PART WITH PRESENTATIONS ON CONTAINER MAINTENANCE SYSTEMS, CARRIAGES AND POSSIBLY OPTICAL SCANNING SYSTEMS. IF PULLMAN HAS NOT ALREADY CONTRACTED BEWT/TPD, SUGGEST YOU CALL R.O. MORRIS, INTERNATIONAL MARKETING MANAGER, AT 312-322-7200 IN CHICAGO.
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